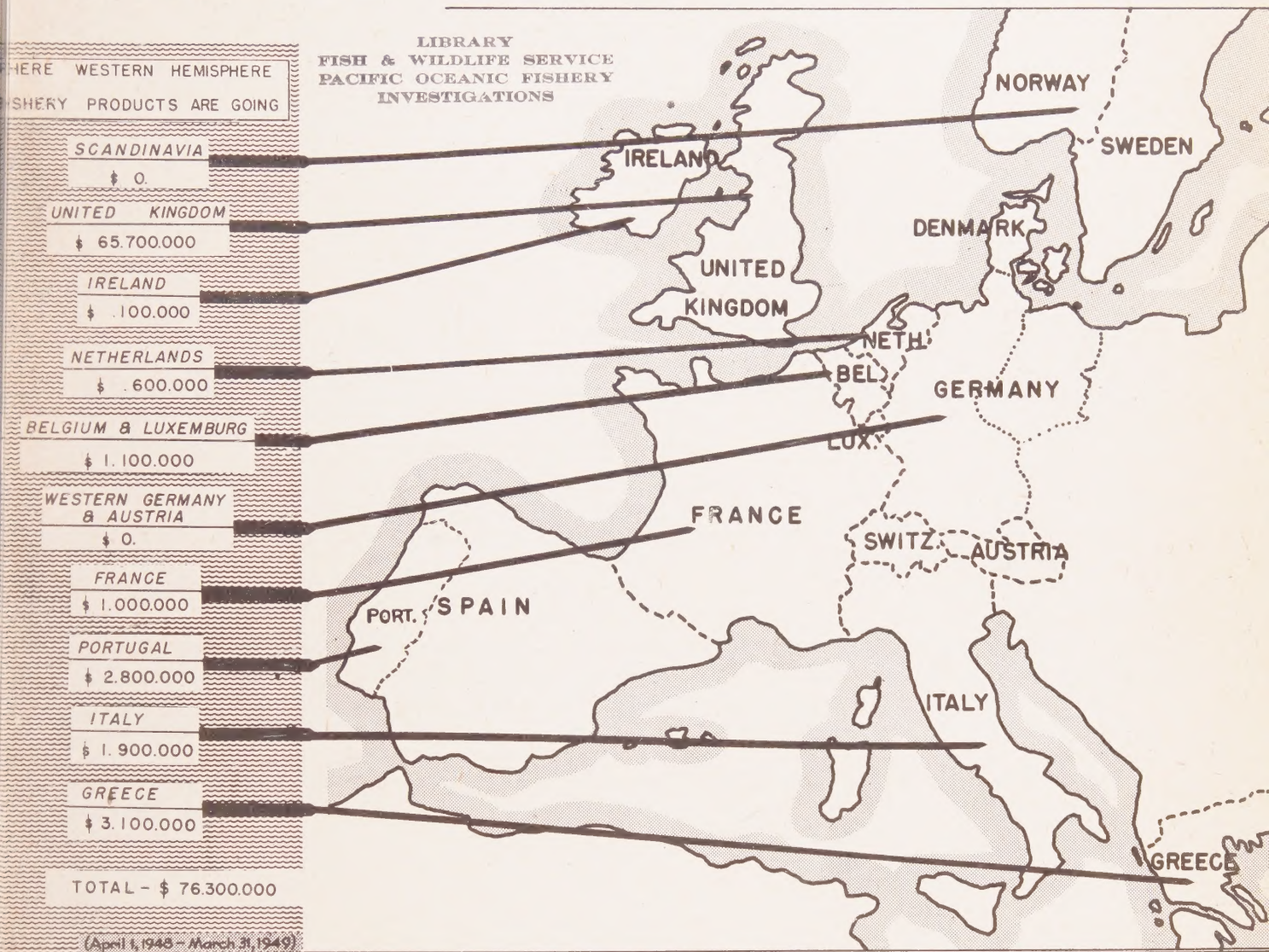


THE ECONOMIC COOPERATION ADMINISTRATION AND THE FISHERY INDUSTRIES



FISHERY LEAFLET 303
FISH AND WILDLIFE SERVICE

United States Department of the Interior



United States Department of the Interior, J. A. Krug, Secretary
Fish and Wildlife Service, Albert M. Day, Director

Fishery Leaflet 303

Washington 25, D. C.

May 1948

THE ECONOMIC COOPERATION ADMINISTRATION AND THE FISHERY INDUSTRIES

By Richard A. Kahn, Chief
Economics and Cooperative Marketing Section
Branch of Commercial Fisheries

Information on the proposed trade in edible fishery products under the European Recovery Program has been released by the House of Representatives Appropriations Committee. This information is contained in three books referred to as "Three Volumes of European Recovery Program Brown Books."^{1/}

The first book is entitled "Proposed Distribution of Economic Cooperation Act Financing by Country and Commodity."

^{1/} Copies of these Brown Books may be obtained, upon request, from the Department of State, Division of Publications, Washington 25, D. C.

The references to "Fish" are these:

COUNTRY	April 1, 1948 - June 30, 1949				ECA OBLIGATIONS	
	TOTAL SHIPMENTS FROM WESTERN HEMISPHERE	SHIPMENTS FINANCED FROM SOURCES OTHER THAN ECA FUNDS		TOTAL (Column 1 minus columns 2 and 3)	April 1, 1948 - June 30, 1949 April 1, 1948 - March 31, 1949	
		Dollar Earnings	Loans and Credits			
(1)	(2)	(3)	(4)	(5)	(6)	
In Millions of Dollars						
	76.3	18.9		57.4	53.3	47.1
Austria	-	-	-	-	-	-
Belgium-Luxembourg and Belgian Dependencies	1.1	1.1	-	-	-	-
Denmark	-	-	-	-	-	-
France and French Dependencies	1.0	-	-	1.0	1.0	.6
Greece	3.1	-	-	3.1	2.2	1.5
Iceland	-	-	-	-	-	-
Ireland	.1	-	-	.1	.1	.1
Italy	1.9	-	-	1.9	1.9	1.5
Norway	-	-	-	-	-	-
Netherlands and Netherlands Dependencies	.6	-	-	.6	.6	.5
Portugal and Portuguese Dependencies	2.8	2.8	-	-	-	-
Sweden	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-
Turkey	-	-	-	-	-	-
United Kingdom and U.K. Dependencies	65.7	15.0	-	50.7	47.5	42.7
Western Germany	-	-	-	-	-	-

From the upper part of this table it can be seen that in the 15 months' period from April 1, 1948 to June 30, 1949 the Economic Cooperation Administration will finance shipments of fish and fishery products worth 53.3 million dollars from the Western Hemisphere to the sixteen countries participating in the European Recovery Program. This is the dollar amount which will be paid from Economic Cooperation Administration funds. The total amount for shipments of fish and fishery products is expected to be 76.3 million dollars during the same period. Of this amount, in addition to the 53.3 million dollars to be financed by ECA, 18.9 million dollars worth of shipments will be paid for by dollar exchange held by participants, while the remaining shipments amounting to 4.1 million dollars will have to be financed by other means, probably by their exports to dollar areas.

A second book is entitled "Estimated Balance of Payments on Current Account of the Participating Countries." The reference to "Fish" follows:

EUROPEAN RECOVERY - PARTICIPATING COUNTRIES
RECAPITULATION OF IMPORTS AND PAYMENTS ON INVISIBLE ACCOUNT

APRIL 1, 1948 - JUNE 30, 1949

Total All Participating Countries	Western Hemisphere	United States	Other Western Hemisphere	Other Non-Participating Countries	Participating Countries
In Millions of Dollars at July 1, 1947 Prices					
97.2	76.3	51.8	24.5	20.9	240.7

This table indicates that during the 15 months' period from April 1, 1948 to June 30, 1949 the sixteen countries participating in the Program will import fish and fishery products valued at 240.7 million dollars. Of this amount, shipments worth 76.3 million dollars will come from the Western Hemisphere, including 51.8 million dollars worth from the United States.

The third book entitled "Estimated Commodity Imports and Exports of the Participating Countries by Value and Quantity" contains 8 tables, which are attached as appendices 1 - 8.

These tables show the quantities and values of imports and exports of the participating countries. Data for the two periods (a) April to June, 1948, (b) Fiscal year 1948 - 1949 are shown separately.

In the following table, the proposed distribution of ECA funds for purchase of Western Hemisphere edible fishery products is combined for both periods mentioned in the appendices comprising the 15 months from April 1, 1948 to June 30, 1949.

PROPOSED DISTRIBUTION OF ECA FUNDS FOR PURCHASE OF WESTERN HEMISPHERE
EDIBLE FISHERY PRODUCTS APRIL 1, 1948 - JUNE 30, 1949.

COUNTRY	VALUE OF SHIPMENTS FROM WESTERN HEMISPHERE	SHIPMENTS FINANCED FROM SOURCES OTHER THAN ECA FUNDS	BALANCE (Col. 1 less Cols. 2 & 3)	ECA OBLIGATIONS*	
				April 1, 1948 - June 30, 1949	April 1, 1948 - March 31, 1949
				In Millions of Dollars	
Austria	-	-	-	-	-
Belgium-Luxembourg and Belgian Dependencies	1.1	1.1	-	-	-
Denmark	-	-	-	-	-
France and Dependencies	1.0	-	1.0	1.0	.8
Greece	3.1	-	3.1	2.2	1.5
Iceland	-	-	-	-	-
Ireland	.1	-	.1	.1	.1
Italy	1.9	-	1.9	1.9	1.5
Norway	-	-	-	-	-
Netherlands and Dependencies	.6	-	.6	.6	.5
Portugal and Dependencies	2.8	2.8	-	-	-
Sweden	-	-	-	-	-
Switzerland	-	-	-	-	-
Turkey	-	-	-	-	-
United Kingdom and Dependencies	65.7	15.0	50.7	47.5	42.7
Western Germany - Bizone	-	-	-	-	-
Western Germany - French Zone	-	-	-	-	-
Western Germany - Saar	-	-	-	-	-
Total	76.3	18.9	57.4	53.3	47.1

*ECA obligation does not cover full deficit. Financing of remaining deficit is not explained.

According to the appendices, the United Kingdom will get the bulk of fishery imports, while the exports will come mainly from Norway and Iceland. The information does not go into the details of the composition of the imports or exports. However, because the European Recovery Program will not change traditional export and import interrelations, it can be expected that approximately the same species and the same products will be imported or exported as in prewar times.

Summarizing, it should be said that for the fiscal year 1948 - 1949 the United States is expected to export 46,000 metric tons of edible fishery products to participants in ERP, as against receiving 36,000 metric tons of imports from them. The value of the United States' exports for the fiscal year is estimated to be 41.5 million dollars.

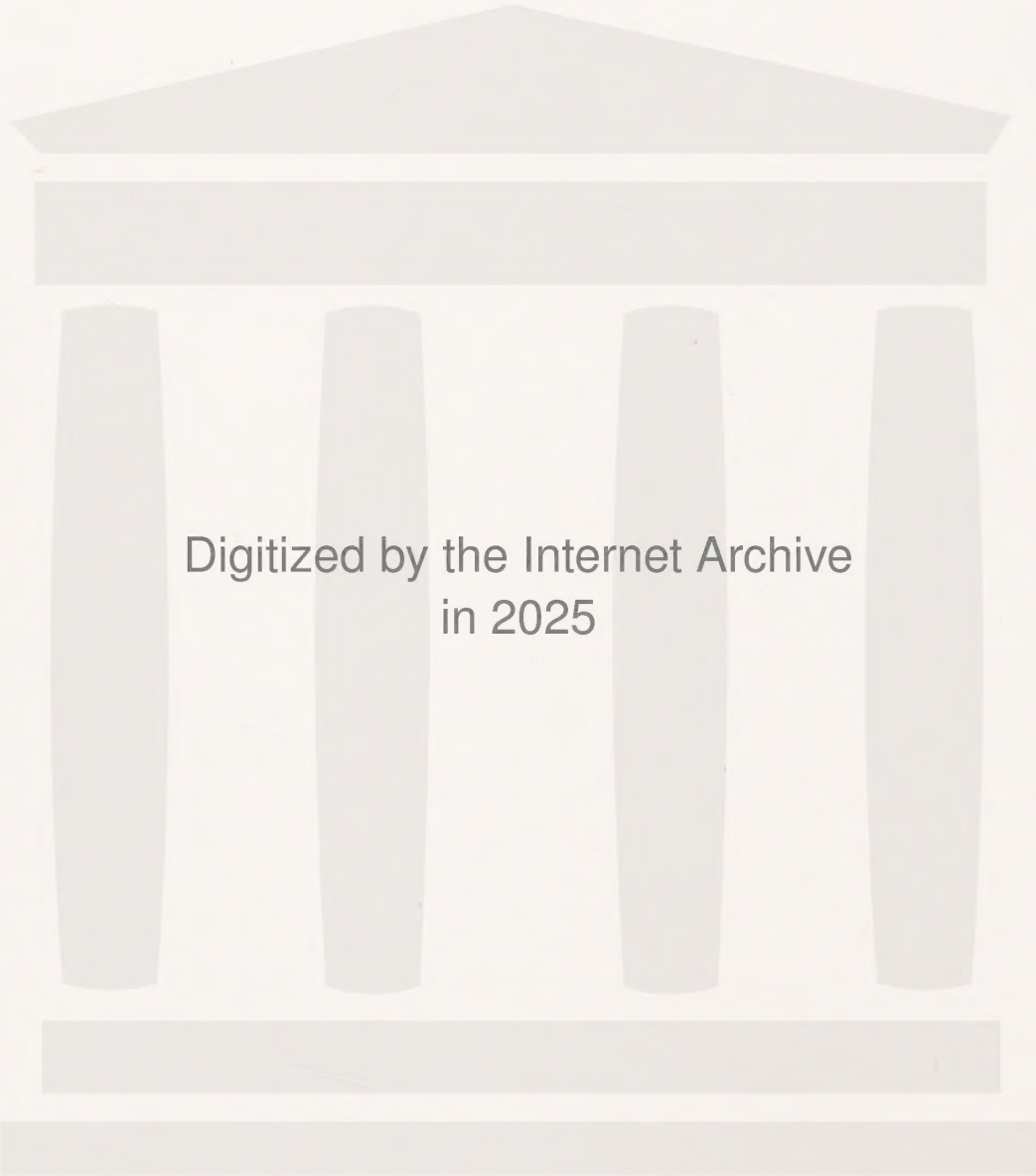
The publications emphasize that all figures given are not rigid and may be altered with changing conditions.

So far as exports are concerned, trade will be conducted as far as possible through normal commercial channels. After an intended commercial transaction has been arranged with the foreign importer, the transaction must be authorized by the Economic Cooperation Administration, which then will provide the finances to the respective foreign government. The Commodity Credit Corporation and the Federal Procurement Agencies, also, may sell fish and fishery products to foreign importers, in which case the Corporation or Agency also must follow the procedure outlined above.

In general, the industries were advised to go ahead with private selling plans. Firms may either accept orders in foreign countries, on the condition that transactions have to be approved by the ECA, or they may sell to exporting firms within this Country under the same condition. The firm which actually exports has to obtain the approval of ECA. In addition, every exporting firm must have an export license issued by the Office of the International Trade of the Department of Commerce. However, if ECA has approved the sale, according to information received, the export license will be obtained easily. In cases where American firms sell goods to a foreign country with a clause in the contract requiring delivery in a foreign country, it is advisable to make certain that the foreign country will permit the imports. If the exporting firm does not want to undergo the often difficult procedure of obtaining the foreign import license, it is advised to sell "F.O.B. American Port," purchase price to be paid after the American documents are cleared and products are in the hands of the shipping company.

It should be mentioned that an emergency purchasing program has already been enacted for Italy and that the main regular programs affecting, principally, the United Kingdom will be underway very soon.

Copy of a press release of April 29, 1948 of the Economic Cooperation Administration, referring to procurement and export procedures, is attached as Appendix 9.



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APPENDIX 1

APPENDIX 2

FISH

APRIL-JUNE-1948

THOUSAND METRIC TONS

PHYSICAL QUANTITIES OF IMPORTS OF COMMODITIES

PHYSICAL QUANTITIES OF EXPORTS, DOMESTIC PRODUCTION AND TOTAL SUPPLY OF COMMODITIES

Countries	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)
	From United States	From Canada	From Other Western Hemisphere Countries	From Other Non-Participating Countries	From Other Participating Countries	From Other than own Overseas Territories	By Mother Country from Overseas Territory	By Dependent Territory from Mother Country	Total Imports	To United States	To Canada	To Other Western Hemisphere Countries	To Other Non-Participating Countries	To Other Participating Countries	To Other than own Overseas Territories	To own Overseas Territories by Mother Country	To Mother Country from its own Overseas Territories	Total Exports	Domestic Production	Total Supply
01 Austria									2											2
02 Belgium-Luxembourg				1	1				18											15
03 Denmark				1	17				2											30
04 France		1		2	20		4		27											56
05 Greece		1	2	1	5	1			10											10
06 Iceland										2			18	47				67	70	3
07 Ireland									1											5
08 Italy			1	2	21	1			25											38
09 Netherlands					2				2											56
10 Norway									10											200
11 Portugal			2		8				7											52
12 Sweden				1	6				1											27
13 Switzerland																				5
14 Turkey																				62
15 United Kingdom	11	4	1	6	55		3		80											19
16A Western Germany: Bizone					38				38											288
16B Western Germany: French Zone					7				7											42
16C Western Germany: Saar																				7
Country Subtotal	11	6	6	14	185	2	7		231	9		6	67	185	4			271	898	858
17A Belgian Dependencies									3											3
17B French Dependencies									2											3
17C Netherlands Dependencies									3											6
17D Portuguese Dependencies			1		2															3
17E United Kingdom Dependencies																				5
Dependencies Subtotal			1		4	3			8											19
Grand Total	11	6	7	14	189	5	7		239	9		6	67	187	7			283	917	873

APPENDIX 3

APPENDIX 4

FISH

APRIL-JUNE 1948

VALUE OF EXPORTS OF COMMODITIES

(Prices as of July 1, 1947; in millions of dollars with one decimal)

VALUE OF IMPORTS OF COMMODITIES

Countries	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)
01 Austria																			
02 Belgium-Luxembourg	2				1	1				2				2	14				16
03 Denmark					2	3	8			4				6	50				56
04 France			2		3	4	4	16		6				1	2		1		4
05 Greece			2	4	3	1	1			2									
06 Iceland											9			27	80	1			117
07 Ireland																			
08 Italy				4	6	6	4	3		1					4				4
09 Netherlands						1	1			7				1	3				9
10 Norway										1				1	8				54
11 Portugal				6	1	2	1			2	26	2	26	7	13	22			293
12 Sweden					2	2	0			2	5		4	1	50				73
13 Switzerland														6					11
14 Turkey					1	8				9					5				
15 United Kingdom	10.1	2.7		3	1.7	12.4		1.1		28.3			8	3	19				22
16A Western Germany: Bizone						6.7				6.7				1.9	26				53
16B Western Germany: French Zone						1.2				1.2									
16C Western Germany: Saar						1				1									
Country Subtotal	10.3	3.1	3.1	1.7	3.6	43.3	.4	2.7		65.1	4.7	.2	3.8	16.8	43.3	2.3	.1		71.2
17A Belgian Dependencies																			
17B French Dependencies						4	10			14									
17C Netherlands Dependencies						3	6		1	10									
17D Portuguese Dependencies				1	5	16				22									
17E United Kingdom Dependencies																			
Dependencies Subtotal				.1	.5	2.3	1.6		.1	4.6					.4	1.6		1.1	1.7
Grand Total	10.3	3.1	3.1	1.8	4.1	45.6	2.0	2.7	.1	69.7	4.7	.2	3.8	16.8	43.7	3.9	.1	2.7	75.9

APPENDIX 5

APPENDIX 6

FISH

FISCAL YEAR 1948-1949

THOUSAND METRIC TONS

PHYSICAL QUANTITIES OF IMPORTS OF COMMODITIES

PHYSICAL QUANTITIES OF EXPORTS, DOMESTIC PRODUCTION AND TOTAL SUPPLY OF COMMODITIES

Countries	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)
01 Austria				2	2				4											4
02 Belgium-Luxembourg	1			4	68				73									29	60	104
03 Denmark					8				8									72	122	58
04 France		4		9	78		18		109							1		6	225	328
05 Greece		2	6	4	18	2			32											32
06 Iceland										9			71	189	1			270	273	3
07 Ireland					2				2					4				4	22	20
08 Italy			5	8	85	4			102	1				4				5	150	247
09 Netherlands					10				10	6			30	100				136	225	99
10 Norway										15	1	15	108	240	13			392	805	413
11 Portugal			9	2	34				45	3		2	8	40				53	210	202
12 Sweden				3	24				27	1		1	7	12				21	107	113
13 Switzerland				1	5				6											6
14 Turkey													2	15				17	75	58
15 United Kingdom	45	15	5	22	223		12		322	1		7	30	42				80	1150	1392
16A Western Germany: Brunei					150				150											
16B Western Germany: French Zone					30				30										170	320
16C Western Germany: Saar					4				4											30
Country Subtotal	46	21	25	55	741	6	30		924	36	1	25	267	741	14	1		1085	3594	3433
17A Belgian Dependencies					2	8			10											10
17B French Dependencies					2	3		1	6					4	4		18	26	29	9
17C Netherlands Dependencies		1	3		10				14						3			3	12	26
17D Portuguese Dependencies														2	4		12	18	15	12
17E United Kingdom Dependencies		1	3		14	11		1	30					6	11		30	47	19	1
Dependencies Subtotal																			75	58
Grand Total	46	22	28	55	755	17	30	1	954	36	1	25	267	747	25	1	30	1132	3669	3491

APPENDIX 8

FISCAL YEAR 1948-1949

VALUE OF EXPORTS OF COMMODITIES

(Prices as of July 1, 1947; in millions of dollars with one decimal)

Countries	(12)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)
	From United States	From Canada	From Western Hemisphere Countries	From Non-Participating Countries	From Other Participating Countries	From Other than own Overseas Territories	By Mother Country from own Overseas Territory	By Dependent Territory from Mother Country	Total Imports	To United States	To Canada	To Other Western Hemisphere Countries	To Other Non-Participating Countries	To Other Participating Countries	To Other than own Overseas Territories	To own Overseas Territories from Mother Country	To Mother Country from its own Overseas Territories
01 Austria				4	3				7								
02 Belgium-Luxembourg	9			9	155				173				8	56			64
03 Denmark					50				50				25	227			252
04 France		8		11	177		64		260				3	10		3	16
05 Greece		7	18	12	55	5			97								
06 Iceland										36		1	106	322	2		467
07 Ireland	1			1	5				7	1				17			18
08 Italy			15	24	255	11			305	7				28			35
09 Netherlands					45				45	21			45	150			216
10 Norway										105	7	105	315	553	87		1172
11 Portugal			22		85				112	21		14	56	20			291
12 Sweden				10	82				92	1			22	19			42
13 Switzerland				5	30				35								
14 Turkey													14	75			89
15 United Kingdom	405	110	11	66	497		43		1132	1		30	75	105			211
16A Western Germany: Bione					267				267								
16B Western Germany: French Zone					50				50								
16C Western Germany: Saar					6				6								
Country Subtotal	41.5	12.5	6.6	14.7	176.2	1.6	10.7		263.8	19.3	.7	15.0	66.9	176.2	8.9	.3	287.3
17A Belgian Dependencies																	
17B French Dependencies					14	40			54								
17C Netherlands Dependencies					13	24		3	40					12	27	64	103
17D Portuguese Dependencies			5	21	62				88						18		18
17E United Kingdom Dependencies														4	19	43	66
Dependencies Subtotal			.5	2.1	8.9	6.4		.3	18.2					1.6	6.4	10.7	18.7
Grand Total	41.5	12.5	7.1	16.8	185.1	8.0	10.7	.3	282.0	19.3	.7	15.0	66.9	177.8	15.3	.3	306.0

APPENDIX 9

NO. ECA-9

ECONOMIC COOPERATION ADMINISTRATION Office of the Administrator

Marque-Fahnestock
Sterling 6400
Ext. 2657-8-9
Room 415, 800 Conn. Ave.

WASHINGTON, April 29. Procurement of supplies under the Foreign Assistance Act will be handled to the greatest possible extent through private trade channels because the reestablishment of normal trade relations is essential to world economic recovery, Paul G. Hoffman, ECA Administrator, declared today.

Hoffman's statement was issued in answer to numerous inquiries received from interested American business firms desiring to participate in the European program.

Explaining procurement procedures, he pointed out that first the governments of the participating countries will be asked to submit through the Organization for European Economic Cooperation overall schedules of requirements, including those to be financed both with ECA funds and with their own dollar resources. These schedules will be reviewed carefully by the ECA and other interested government agencies and revisions made where necessary to prevent undue impact upon our own economy and to make certain that ECA funds are conserved and spent only for those supplies which will contribute most to economic reconstruction and recovery.

After the schedules of requirements have been approved and arrangements made for the issuance of necessary export licenses, the participating countries will be authorized to start procurement. The countries involved, either through their governments or private business firms will then be free to make such arrangements as they desire with private American exporters and manufacturers. American firms make their own contacts with European purchasers. While normal payments for legitimate services in connection with procurement are permitted, the ECA and other government agencies will seek to prevent foreign purchasers from paying unnecessary or exorbitant fees or commissions.

Private business firms in the participating countries will be able to finance specific purchases within the ECA-approved program through credits extended by U. S. Commercial banks on the basis of letters of commitment issued by ECA. However, they will be permitted to make use of these dollar credits only upon equivalent payments in their own currencies to their respective governments or central banks.

For the time being some government procurement under the Foreign Assistance Act is necessary, but for this purpose the ECA is relying entirely on existing government agencies such as the Commodity Credit Corporation, the Quartermaster Corps and the Bureau of Federal Supply. Some of the participating countries, because of internal conditions, must temporarily at least, rely on U. S. government procurement agencies. This is true in the case of Greece and also applies to Bi-Zonia and Austria.

